

2021

Dallas Hotel Conference





Agenda

- 3:00 P.M. WELCOME**
Cliff Risman, Partner and Co-Chair, Hospitality & Leisure Team, *Foley & Lardner LLP*
- 3:05 P.M. MARKET UPDATE**
Daniel Lesser, President & Chief Executive Officer, *LW Hospitality Advisors*
- 3:25 P.M. LEADER'S PANEL**
Moderator:
Embree "Chuck" Bedsole, Senior Managing Director, *Ankura Real Estate Advisory*
Panelists:
Michael Deitemeyer, President & Chief Executive Officer, *Aimbridge Hospitality*
Warren Fields, President & Chief Executive Officer, *Pyramid Hotel Group*
Rob Palleschi, Chief Executive Officer, *G6 Hospitality*
- 4:10 P.M. LEGISLATIVE UPDATE**
William "Chip" Rogers, President & Chief Executive Officer, *American Hotel & Lodging Association*
- 4:25 P.M. THE CAPITAL MARKETS PANEL**
Moderator:
John Bourret, Managing Director, *Hodges Ward Elliott*
Panelists:
Michael Mohapp, Principal, *KSL Capital Partners*
Neil Teplica, Chief Investment Officer, North America, *L+R Hotels*
Stuart Turner, Managing Director, *Barings*
- 5:10 P.M. AWARD PRESENTATION**
Linda McMahon, President & Chief Executive Officer, *The Real Estate Council*
CLOSING
Cliff Risman, Partner and Co-Chair, Hospitality & Leisure Team, *Foley & Lardner LLP*
- 5:15 P.M. ADJOURN**

Followed by cocktails and networking from 5:15 p.m. to 7:00 p.m.



Aimbridge Hospitality is a leading, global hospitality company offering best-in-class hotel management services across a broad spectrum of franchised hotels, luxury properties, destination resorts, convention centers and boutique lifestyle hotels. With a premium portfolio of approximately 1,500 properties in 49 states and 20 countries, Aimbridge is the largest third-party operator of franchised Marriott, Hilton, Hyatt and IHG hotels.



To learn more: Development@aimhosp.com | AimbridgeHospitality.com

Client First

In the hospitality business, providing your guests and customers with world-class service is always the goal. We share your focus on client satisfaction, and work side-by-side with you on day-to-day operational issues, as well as your most difficult legal challenges.

From concept to completion, Foley attorneys have provided counsel in connection with some of the most recognized resorts and hotels in the United States, Latin America, the Caribbean, Canada, Europe and the Middle East. Our multidisciplinary team of attorneys is your single source for answers to your most pressing hospitality legal issues.

For more information about Foley, please contact:
Cliff Risman | Dallas | crisman@foley.com

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Hotels, resorts,
timeshare, tourism,
and entertainment
facilities are operating
in a **rapidly changing
environment** that is
facing unprecedented
challenges.

**Ankura's hospitality
and leisure professionals
understand the unique
issues facing owners,
operators, brands, and
investors in today's
economic climate.**

Having served as trusted advisors through multiple industry downturns, our lodging specialists provide the experience and skills necessary to develop well-defined and executable strategies that manage cost, protect asset value, and maximize recovery.



PROTECT, CREATE, & RECOVER VALUE

To learn more information about the Hospitality and Leisure team at Ankura, contact Embree C. "Chuck" Bedsole | +1.214.200.3680 | chuck.bedsole@ankura.com

HWE

HODGES WARD ELLIOTT



HOTEL ADAGIO, SAN FRANCISCO
SALE - JULY 2021



COURTYARD NAVY YARD
SALE - JUNE 2021



THOMPSON, CHICAGO
SALE - AUGUST 2021



SCOTTSDALE PLAZA RESORT
FINANCING - JUNE 2021



PERRY LANE, SAVANNAH
SALE/FINANCING - MAY 2021



CRESCENT COURT / RITZ-CARLTON
FINANCING - JULY 2021



ISLAMORADA PORTFOLIO
SALE/FINANCING - JUNE 2021



FOUR SEASONS ORLANDO
SALE - MAY 2021



\$8.4 BILLION

MARCH 2020 - YTD 2021

Hodges Ward Elliott (HWE) would like to express our profound appreciation to our clients and customers who have empowered our firm to secure the **largest market share of any hotel broker for the first half of 2021**, according to *Real Estate Alert*. Since March of 2020, HWE has closed more than \$8.4 billion in hotel sales and financings, more than any other firm in the world. As always, when it comes time to sell or finance your hotel, we hope you'll think of us.

hodgeswardelliott.com

INVESTMENT SALES - DEBT PLACEMENT - EQUITY PLACEMENT - LOAN SALES



Embree "Chuck" Bedsole

Senior Managing Director

Ankura Real Estate Advisory

Embree C. "Chuck" Bedsole is a Senior Managing Director at Ankura based in Dallas. He advises companies from the US, Latin America, Asia, and Europe on hospitality, tourism and real estate projects across the globe. Chuck brings more than 37 years of industry experience, including 23 years with international professional service firms and five years of corporate-level experience with hospitality companies in the areas of merger and acquisitions, development, finance operations, and marketing. He brings substantial domestic and international experience with various hospitality asset types including hotels, mixed-use resort developments, hotel condominiums, interval ownership, all-inclusive resorts, and marinas. He is also experienced in residential, commercial, and industrial projects in Latin America.

Before Ankura, Chuck founded and led the hospitality and leisure group at A&M for 15 years, served as a practice leader in the hospitality and leisure group of PricewaterhouseCoopers, and for seven years was a practice leader for Latin America and hospitality in Ernst & Young's Real Estate Advisory Services Group. Prior to his experience leading hospitality advisory practices, he served as the director of development for Jack Tar Village Resorts, Inc. (a subsidiary of Sammons Travel & Resorts) and was responsible for resort acquisitions in Latin America and the Caribbean. He began his career in hotel operations and marketing serving as a hotel general manager and later as a corporate director of sales for Vista Host, Inc., a hotel management company based in Houston.



John Bourret

Managing Director

Hodges Ward Elliott

John Bourret is a Managing Director in the Dallas office of HWE and is primarily responsible for institutional-grade hotel and resort property sales, equity placements and structured finance advisory.

Mr. Bourret and his partners opened the Dallas office for HWE in July 2019. During the course of his career, he has completed over \$7.0 billion in commercial real estate transactions. Mr. Bourret is a member of the Urban Land Institute, and a member of the North Texas Hotel Development Council.



Michael Deitemeyer

President & Chief Executive Officer

Aimbridge Hospitality

Michael Deitemeyer is President & CEO of Aimbridge Hospitality, leading the Company's growth, operations and corporate disciplines worldwide with a current hotel portfolio of over 1,500 properties in 20 countries.

Deitemeyer was Global President of Aimbridge following a merger with Interstate Hotels & Resorts in October 2019. Prior to that, he was President & CEO of Interstate Hotels & Resorts for nearly three years. Deitemeyer had a highly successful tenure with Omni Hotels & Resorts including 13 years as President, helping to grow Omni's organization through management roles in operations, development, sales and finance.

Deitemeyer holds board memberships with AHLA and its Executive Committee (2014-present), AHLEF (2018-present), and MINA, representing the company as an At-Large Board Member of Marriott International's franchise advisory board (2018-present). He was a founding board member and served as chairperson of the Global Hotel Alliance (GHA), the world's largest alliance of independent hotel brands. In December 2018, Lodging magazine named him Person of the Year. Deitemeyer is a graduate of Fitchburg State University, where he also received an honorary Doctorate of Humane Letters.



Warren Fields

President & Chief Executive Officer

Pyramid Hotel Group

Warren Fields, President and Chief Executive Officer of Pyramid Hotel Group, has grown the Boston-based management firm from three hotels in 1999 to over 120 hotels in the United States, Caribbean, and Western Europe today. Prior to assuming the responsibilities of President and CEO, Fields was Chief Investment Officer responsible for all aspects of business development (acquisitions, management & asset management contracts, fundraising, ground up development, and investments, including M&A deals).

Before co-founding Pyramid, he helped grow the Promus Hotel Corporation through management roles in development, acquisitions, and operations, last serving as Vice President of Development and Operations before Promus was sold to Hilton Hotel Corporation in 1999. Fields began his career with Beacon Hotel Corporation, a predecessor company to Promus, where he served as Vice President of Development for Guest Quarters Hotels, and later DoubleTree. Fields was appointed by the Massachusetts Governor to the Massport Board of Directors in 2019. He is also a Board Director for Independent Bank Corp., parent of Rockland Trust Company. Fields is a graduate of the Cornell University School of Hotel Administration and a member of its advisory board.



Daniel Lesser

President & Chief Executive Officer

LW Hospitality Advisors

Dan Lesser, President & CEO of LW Hospitality Advisors has for more than forty years specialized in real estate appraisals, economic feasibility evaluations, investment counseling, asset management, and transactional services of hotels, resorts, conference centers, casinos, mixed use facilities, spa & wellness, and timeshare/fractional ownership properties on a worldwide basis.

Mr. Lesser provides services to corporate, institutional, municipalities, and individual clients on all facets of hospitality real estate including: litigation support and expert testimony, site evaluation, highest and best use analysis, appraisals for mortgage, acquisition, and portfolio management, workout strategies, operational analysis, property tax assessment appeal evaluations, economic impact studies, market and feasibility analysis, asset management, strategic planning, management company selection and contract negotiation, franchise company selection and license agreement negotiation, deal structuring and fairness opinions.

As a leading international authority with iron clad credibility on the topic of hotel feasibility and property valuation, Mr. Lesser has testified as an expert witness in U.S. federal and state courts, and arbitrations in connection with a wide variety of matters including: bankruptcy related solvency, valuation dispute, and interest rate and plan confirmation feasibility, analysis, brand area of protection, condemnation, construction defect and/or delay damages, ground/property rent reset, management dispute, partnership/joint venture conflict, property tax certiorari, and lodging industry standards, customs and practices to evaluate legal liability. Mr. Lesser has balanced his practice with service as neutral panelist in commercial arbitration disputes.



Linda McMahon

President & Chief Executive Officer

The Real Estate Council

Linda McMahon is the President & CEO of The Real Estate Council organization. The Real Estate Council (TREC) is the largest and most influential commercial real estate organization in the State of Texas with over 2,000 members and 675-member companies. TREC focuses on Public Policy, Leadership Development and Community Investment through TREC Community Investors (a certified Community Development Financial Institution).

Linda knows both commercial real estate and Dallas well. With three decades in banking, including 15 years with JPMorgan Chase Bank leading the Southwest Region Community Development group—a commercial real estate finance group, which specialized in complex commercial real estate transactions in housing and economic development.

Linda is passionate about building communities. TREC created the Dallas Collaboration for Equitable Development with a \$6 million investment from JPMorgan Chase.

Linda attended the University of Texas at Austin where she earned her bachelor's degree in Government.



Michael Mohapp

Principal

KSL Capital Partners

Mike joined KSL in 2010 and currently serves as a Principal. Mike is a member of KSL's private equity Investment Committee and sits on the board of directors for Outrigger Hotels & Resorts and Heritage Golf Group.

Prior to KSL, Mike was an Investment Banking Analyst for Citigroup in the Real Estate, Gaming, and Lodging group. Mike holds a B.S. in Finance, summa cum laude, from Wake Forest University's Wayne Calloway School of Business.

KSL Capital Partners is an investment firm with equity and credit funds focused exclusively on travel and leisure businesses with over \$10 billion in assets under management.



Rob Palleschi

Chief Executive Officer

G6 Hospitality

Rob Palleschi is the Chief Executive Officer of G6 Hospitality, LLC, the parent company of the iconic Motel 6 and extended stay Studio 6 brands. G6 Hospitality owns, manages or franchises more than 1,400 economy lodging hotels in the United States and Canada. As CEO, Rob has restructured the business to separate real estate operations from brand/franchise support and is committed to reinvigorating a culture of quality and guest service across the enterprise.

Rob joined G6 in 2017 as the company's Chief Development Officer. In this position, he was responsible for leading the strategic growth of the enterprise, expanding business partnerships and identifying ways to best leverage the company's successful domestic platform in international markets.

A seasoned leader with more than three decades of experience in the hospitality and food & beverage industries, Rob has a proven track record of successfully developing and executing global strategies that focus on revenue growth, product quality and guest experience.

Prior to joining G6 Hospitality, Rob served as the Chief Executive Officer of TGI Fridays and spent twelve years at Hilton Worldwide as global head of full-service brands where he was responsible for global growth and brand performance for Hilton Hotels & Resorts, DoubleTree by Hilton, and Curio by Hilton brands.

A graduate of Johnson & Wales University, Rob is actively involved in key industry organizations, including Asian American Hotel Owners Association and American Hotel & Lodging Association, where he serves as a Brand Representative on the Executive Committee. Rob resides in Plano, Texas, with his wife Terri.



Cliff Risman

Partner & Co-Chair, Hospitality & Leisure Team

Foley & Lardner LLP

Cliff Risman is a veteran real estate lawyer who represents companies that develop, own, operate and finance hotels and resorts around the world. As co-chair of the firm's Hospitality & Leisure Industry Team and a member of the Real Estate Practice, Cliff is described by clients in the Chambers USA Guide as "very practical and always accessible." Clients choose Cliff over competitors because he speaks the language and fully understands every aspect of their business – from securing capital, structuring deals and negotiating management contracts, to guiding clients through labor, tax, food and beverage and operational matters and disputes.

Cliff represents luxury and boutique hotel and resort brands, operators and management companies, developers, private equity and other investors in their highest profile projects. He understands how to best tackle the various agreements that arise in real estate law, he knows the hospitality industry and its unique business and economic issues, and he has guided clients through many complex matters and dispute resolutions. Cliff ensures that clients are protected, focuses intently on their broader business goals, and knows how, where and when to push to get the deal done as quickly as possible.



William "Chip" Rogers

President & Chief Executive Officer

American Hotel & Lodging Association

Chip Rogers has been President and CEO of the American Hotel & Lodging Association (AHLA) since the start of 2019, leading America's only national association dedicated to serving the interests of the entire hotel and lodging industry.

In his role as President & CEO, Chip has led the AHLA team and the lodging industry to achieve tangible results for AHLA members. Subsequently, he has received numerous awards and has been recognized as one of the 25 most influential by Business Travel News, one of the most influential people in Washington, D.C. by *Washingtonian* magazine, Top 50 Most Influential Leaders in Hospitality, USA, and Global by Hospitality Index, a Freedom Award recipient from ECPAT-USA and twice as a top lobbyist by the Hill newspaper.

Prior to joining the hospitality industry, Chip served in the Georgia General Assembly. He was elected to office six times and was unanimously elected twice to serve as Senate majority leader.

Chip earned his undergraduate degree from Georgia Tech and his MBA from Georgia State.



Neil Teplica

Chief Investment Officer, North America

L+R Hotels

Neil leads the L+R Hotels team in North America, including all activities related to Hotel Investment and Asset Management. He is based in New York City. Neil oversees the region encompassing the United States, Canada, Central America, and the Caribbean, and brings experience in all hotel sectors through all market cycles.

Prior to joining L+R Hotels, Neil led the hotel platform of the Lone Star Fund's internal advisor, Hudson Advisors, in the Americas from 2009-2016, with portfolio oversight of hotel underwriting, investments, asset management, renovations, and dispositions. He then led the hotel boutique investment company Tactus Capital.

Previously, Neil was the Managing Director in charge of Hotels at The Greenwich Group International, based in New York City, where he was in charge of capital markets activity and hotel development. He began his hotel career at Jones Lang Wootton, where he established their U.S. hotel business and launched the unification of the firm's worldwide hotel partnerships under a centralized management structure. He led hotel transactions, capital markets, development, and consulting activities for the partnership in the U.S.

Neil is CPA-qualified, holds a BS degree from the Pennsylvania State University, and is a best-selling travel writer.



Stuart Turner

Managing Director

Barings

Stuart Turner is a Managing Director within the Hotel Group at Barings Real Estate, a global real estate platform with extensive capabilities across both debt and equity strategies. Stuart is a 20+ year industry veteran who oversees Hotel Acquisitions & Development and is responsible for overseeing all facets of sourcing, underwriting, due diligence, financing and closing of new investments; the negotiation of management and franchise agreements; and responsible for hotel disposition activities. Prior to joining the firm in 2010, Stuart worked for Eastdil Secured and its predecessor Secured Capital. Stuart has also worked for Hilton Hotels, Boykin Lodging and Coopers & Lybrand. Stuart holds a B.A. in Hospitality Business from Michigan State University and is actively involved in numerous industry leadership activities.

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